

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING REPORT

November 7, 2007

The Real Estate Board Education Committee met on Wednesday, November 7, 2007 at the Department of Professional and Occupational Regulation, Richmond, Virginia.

Committee Members present: Judith Childress, Chair
Byrl Taylor
Scott Gaeser
R. Schaefer Oglesby

Staff Members present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:02 p.m.

A motion was made, seconded and approved unanimously to approve the agenda.

The following actions were taken:

A. 3 new proprietary school applications were approved.

1. Ikon School of Real Estate, Annandale, VA
Contact: Jay Sethi
2. Wilhelm and Associates LTD, Falls Church, VA
Contact: Karen Wilhelm
3. Joe B. Roles & Associates, LLC, Annandale, VA
Contact: Joe B. Roles

B. 117 continuing education course applications were reviewed, of these courses:

27 previously approved continuing education courses offered by approved schools were approved.

1. 57236 VA 8-Hr Mandatory CE Online Course, 3 hours
Ethics & Standards of Conduct, 2 hours Fair
Housing, 1 hour Legal Updates, 1 hour Real
Estate Contacts, 1 hour Real Estate Agency,
New Millennium University

2. 57245 VA 8 Hr. Mandatory CE Online Course, 2 hours Fair Housing, 3 hours Ethics and Standards of Conduct, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, 1 hour Real Estate Law, Moseley Dickinson Academy of Real Estate
3. 57279 Commercial Real Estate: Listing Properties (On-line), 4 hours Real Estate Related, NVAR
4. 57280 Buyer Representation (On-line), 4 hours Real Estate Related, NVAR
5. 57281 Commercial Real Estate: Understanding Investments (On-line), 4 hours Real Estate Related, NVAR
6. 57286 Unraveling the Identity Theft Crisis, 3 hours Real Estate Related, Dulles Area Real Estate School
7. 57324 Contract Deal Killers, 1 hour Real Estate Related, Real Estate Career Academy
8. 57334 Fair Housing-Mandatory Topic (On-line), 4 hours Fair Housing, Act Web Services
9. 57335 Real Estate Investment Fundamentals (On-line), 4 hours Real Estate Related, Act Web Services
10. 57336 Real Estate Agent/Mortgage Professional (On-line), 4 hours Real Estate Related, Act Web Services
11. 57337 Buyer Representation (On-line), 4 hours Real Estate Related, Act Web Services
12. 57338 Risk Management (On-line), 4 hours Real Estate Related, Act Web Services
13. 57339 Ethics in Today's Real World (On-line), 4 hours Ethics & Standards of Conduct, Act Web Services
14. 57340 Virginia 8-Hour Mandatory Topics (On-line), 3 hours Ethics & Standards of Conduct, 2 hours Fair Housing, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, ACT Web Services
15. 57383 8-Hour Mandatory Topics (On-line), 3 hours Ethics & Standards of Conduct, 2 hours Fair Housing, 1 hour Legal Updates, 1 hour Real Estate Agency, 1 hour Real Estate Contracts, NVAR
16. 57384 Environmental Issues in Your Real Estate Practice (On-line), 4 hours Real Estate Related, NVAR

17. 57385 Ethics & Real Estate (On-line), 4 hours
Ethics & Standards of Conduct, NVAR
18. 57386 Ethics in Today's Real Estate World (On-
line), 4 hours Ethics & Standards of
Conduct, NVAR
19. 57387 Introduction to Commercial Real Estate
Sales (On-line), 4 hours Real Estate
Related, NVAR
20. 57388 Property Management and Managing Risk (On-
Line), 4 hours Real Estate Related, NVAR
21. 57389 Real Estate Finance Today (On-line), 4 hours
Real Estate Related, NVAR
22. 57390 Fair Housing (On-line), 4 hours Fair
Housing, NVAR
23. 57391 Diversity & Doing Business (On-line), 4
hours Real Estate Related, NVAR
24. 57392 Red Flags Property Inspection Guide (On-
line), 4 hours Real Estate Related, NVAR
25. 57393 Real Estate & Taxes – What Every Agent
Should Know (On-line), 4 hours Real Estate
Related, NVAR
26. 57394 Real Estate Investment Fundamentals (On-
line), 4 hours Real Estate Related, NVAR
27. 57395 Real Estate Agent/Mortgage Professional (On-
line), 4 hours Real Estate Related, NVAR

84 original applications for courses offered by approved schools were considered. Of these, 79 were approved outright, 3 were approved with reduced credit hours, and 2 were approved conditioned on the receipt of additional material.

1. 57210 Agency and Fair Housing Best Practices
(On-Line), 1 hour Fair Housing, 1 hour
Real Estate Agency, Continuing Ed Express
LLC
2. 57211 Fraud is Not an Option: Causes and Cures
(On-line), 4 hours Real Estate Related,
Continuing Ed Express LLC
3. 57212 Vacation Property Investment Guide (On-
line), 4 hours Real Estate Related,
Continuing Ed Express, LLC
4. 57215 Homes for All: Serving People with
Disabilities, 4 hours Real Estate Related,
Dearborn Financial Publishing, Inc.
5. 57216 What You Need To Know about Foreclosures, 2
hours Real Estate Related, Piedmont School
of Real Estate

6. 57218 Business Planning and Goal Setting, 3 hours Real Estate Related, Real Estate III School of Real Estate
7. 57220 Listing Process: Forms, Required Disclosures and/or Disclaimers, 3 hours Real Estate Related, Real Estate III School of Real Estate
8. 57227 What Every Agent Needs to Know (On-line), 3 hours Real Estate Related, McKissock, LP
9. 57228 How to Get the Most From Your Marketing Dollar, 1 hour Real Estate Related, Lorman Business Center, Inc.
10. 57229 Real Estate Auctions, 3 hours Real Estate Related, Carruthers Academy of Real Estate
11. 57231* Real Estate Finance, 3 hours Real Estate Related, Carruthers Academy of Real Estate
12. 57233 About Modern Mortgaging, 4 hours Real Estate Related, The Institute for Continuing Education
13. 57235 Surviving in Tough Times for Real Estate Agents, 1 hour Real Estate Related, Lorman Business Center
14. 57237 Certified Mold Awareness, 3 hours Real Estate Related, Blue Ridge Association of Realtors
15. 57239 Foreign Buyers and Sellers (Updated), 1 hour Real Estate Related, MBH Settlement Group LC
16. 57241* 2007 SIOR Fall Professional Conference, 12 hrs Real Estate Related, SIOR
17. 57248 Virginia Fair Housing, 4 hours Fair Housing, 360 Training.Com, Inc.
18. 57254 Navigating the Virginia Jurisdictional Addendum, 2 hours Real Estate Contracts, MBH Settlement Group LC
19. 57256 Mold a Growing Problem, 1 hour Real Estate Related, MBH Settlement Group LC
20. 57258 REIN's Contingency/Removal and Disclosure Review, 3 hours Real Estate Contracts, Real Estate Information Network, Inc.
21. 57260 REIN's Possession and Addendums Review, 3 hours Real Estate Contracts, Real Estate Information Network, Inc.
22. 57262 REIN's Pre-Contract Disclosure Review, 3 hours Real Estate Contracts, Real Estate Information Network, Inc.

23. 57264 REIN'S Standard Listing Contract Review, 3 hours Real Estate Contracts, Real Estate Information Network, Inc.
24. 57266 Home Inspections, 2 hours Real Estate Contracts, MBH Settlement Group LC
25. 57268 REIN's Standard Purchase Agreement Review, 6 hours Real Estate Contracts, Real Estate Information Network, Inc.
26. 57270 MLXchange 4.0 Sneak Preview, 2 hours Real Estate Related, Real Estate Information Network, Inc.
27. 57272 Negotiating Techniques for Real Estate Agents and Brokers, 1 hour Real Estate Related, Lorman Business Center
28. 57273 Constructing Real Estate Agreements, 3 hours Real Estate Contracts, GSH Training Co.
29. 57275 RESPA, 4 hours Real Estate Related, Moseley-Flint Schools of Real Estate, Inc.
30. 57276* Methods of Residential Finance (On-line), 2 hours Legal Updates, 4 hours Real Estate Related, Career WebSchool
31. 57277 Real Estate Math (On-line), 3 hours Real Estate Related, Career WebSchool
32. 57278 Ethics in Real Estate (On-line), 3 hours Ethics & Standards of Conduct, Career WebSchool
33. 57282 Consensual Dual Agency (On-line), 3 hours Real Estate Related, Career WebSchool
34. 57283 Pricing Property to Sell (On-line), 4 hours Real Estate Related, Career WebSchool
35. 57284 Tax Advantages of Home Ownership (On-line), 4 hours Real Estate Related, Career WebSchool
36. 57285 Tax Free Exchanges (On-line), 3 hours Real Estate Related, Career WebSchool
37. 57288 Working with Generation X, 2 hours Real Estate Related, Dulles Area Real Estate School
38. 57290 Agency Law, 3 hours Real Estate Agency, Henderson Professional Development Seminars
39. 57292 Real Estate Finance, 3 hours Real Estate Related, Henderson Professional Development Seminars
40. 57294 Real Estate Law, 3 hours Legal Updates, Henderson Professional Development Seminars
41. 57296 Analyzing, Then Selling Investment Properties, 2 hours Real Estate Related, VAR

42. 57298 Using the HP Financial Calculator in Real Estate, 3 hours Real Estate Related, Henderson Professional Development Seminars
43. 57300 Brokerage Workshop: Reducing Risks (and Headaches), 2 hours Broker Management, VAR
44. 57301 Property Valuation/Listing Process, 3 hours Real Estate Related, Henderson Professional Development Seminars
45. 57303 Brokerage Workshop: Reducing Risks (and Headaches), 3 hours Broker Management, VAR
46. 57304 Could It Hurt You?, 2 hours Real Estate Related, VAR
47. 57306 Offer to Purchase, 3 hours Real Estate Contracts, Henderson Professional Development Seminars
48. 57308 MLS - Garbage In/Garbage Out, 2 hours Real Estate Related, VAR
49. 57310 Sales and Marketing Techniques for Licensees, 3 hours Real Estate Related, Henderson Professional Development Seminars
50. 57312 Office Policy Workshop, 2 hours Broker Management, VAR
51. 57313 Office Policy Workshop, 3 hours Broker Management, VAR
52. 57314 Risky Business, 2 hours Real Estate Related, VAR
53. 57315 Red Flags in Property Inspection, 3 hours Real Estate Related, Henderson Professional Development Seminars
54. 57318 The New Negotiating Edge... A 5-Step Behavioral Strategy, 6 hours Real Estate Related, VAR
55. 57320 Ethics and Standards of Conduct, 3 hours Ethics and Standards of Conduct, Henderson Professional Development Seminars
56. 57322 Understanding Property Management Issues, 3 hours Legal Updates, VAR
57. 57326 1 Hour Screening Buyers More Effectively, 1 hour Real Estate Related, Alpha College of Real Estate
58. 57328* VA Real Estate Ethics (On-line), 3 hours Ethics & Standards of Conduct, The CE Shop, Inc.
59. 57330 VA Legal Update (On-line), 1 hour Legal Update, The CE Shop, Inc.
60. 57331 VA Contract Law (On-line), 1 hour Real Estate Contracts, The CE Shop, Inc.

- 61. 57332 VA Agency Law (On-line), 1 hour Real Estate Agency, The CE Shop, Inc.
- 62. 57341 Grievance-Keeping It Real, 3 hours Ethics & Standards of Conduct, Prince William Association of Realtors
- 63. 57343 Making Money the Ethical Way, 3 hours Ethics & Standards of Conduct, Prince William Association of Realtors
- 64. 57345 Offer to Purchase-Residential Contract of Purchase (VAR), 2 hours Real Estate Contracts, The RGS Title Real Estate Academy
- 65. 57347 2007 Legal Updates, 1 hour Legal Update, The RGS Title Real Estate Academy
- 66. 57349 Living Trusts in Real Estate, 1 hour Real Estate Related, The RGS Title Real Estate Academy
- 67. 57351 Title Insurance Basics: What is It and How it Works, 2 hours Real Estate Related, The RGS Title Real Estate Academy
- 68. 57353 The Closing Process, 1 hour Real Estate Related, The RGS Title Real Estate Academy
- 69. 57355 Property Disclosure in Virginia-2007, 1 hour Real Estate Related, The RGS Title Real Estate Academy
- 70. 57357 Contract Review-A Tale of Two Contracts, 1 hour Real Estate Related, The RGS Title Real Estate Academy
- 71. 57359 Selected Issues in Agency Law in Virginia, 1 hour Real Estate Agency, The RGS Title Real Estate Academy
- 72. 57361* Advanced 1031 Exchanges for Commercial Real Estate Pros, 2 hours Real Estate Related, Real Estate Exchanges Services
- 73. 57363 IMMAP: The Next Generation, 2 hours Real Estate Related, Richmond Association of Realtors
- 74. 57365 Broker Management Continuing Education, 8 hours Broker Management, Richmond Association of Realtors
- 75. 57366 Module 1: Office Policy Manuals, 2 hours Broker Management, Richmond Association of Realtors
- 76. 57367 Module 2: Escrow Management, 2 hours Broker Management, Richmond Association of Realtors
- 77. 57368 Module 3: Errors & Omissions Insurance, 2 hours Broker Management, Richmond Association of Realtors

- 78. 57369 Module 4: Recruiting, Selecting, & Interviewing, 2 hours Broker Management, Richmond Association of Realtors
- 79. 57370 VA 8-Hr Mandatory CE Online (On-line), 3 hours Ethics & Standards of Conduct, 2 hours Fair Housing, 1 hour Legal Update, 1 hour Real Estate Contracts, 1 hour Real Estate Agency, Richmond Assoc. of Realtors
- 80. 57371 VA Fair Housing (On-line), 2 hours Fair Housing, The CE Shop, Inc.
- 81. 57372* Senior Real Estate Specialist (SRES), 4 hours Real Estate Agency, 8 hours Real Estate Related, Richmond Association of Realtors
- 82. 57396 Sub Prime Lending, 3 hours Real Estate Related, GCAAR
- 83. 57397 Maintaining Proper Records, 3 hours Real Estate Related, GCAAR
- 84. 57398 Green Building for Realtors, 3 hours Real Estate Related, GCAAR

6 original applications for continuing education were considered and approved for schools with pending applications.

- 1. 57376 Sell Higher, Preparing A Home For The Market, 2 hours Real Estate Related, Joe B. Roles & Associates, LLC
- 2. 57378 Investing In Real Estate, 4 hours Real Estate Related, IKON School of Real Estate
- 3. 57379 Real Estate Ethics and Contracts, 3 hours Ethics and Standards of Conduct, 1 hour Real Estate Contracts, IKON School of Real Estate
- 4. 57380 Agency Law, Fair Housing and Legal Updates, 2 hours Fair Housing, 1 hour Legal Updates, 1 hour Real Estate Agency, IKON School of Real Estate
- 5. 57381 Tax Laws and Real Estate, 4 hours Real Estate Related, IKON School of Real Estate
- 6. 57382 Finance Foreclosure and Short Sales, 4 hours Real Estate Related, IKON School of Real Estate

C. 63 post license education course applications were reviewed, of these courses:

3 previously approved post license education courses offered by approved schools were approved.

1. 57247 Property Management - Risk Management (Risk Management) 4 hours Property Management Mandatory Topics, Moseley-Dickinson Academy of Real Estate
2. 57287 Unraveling the Identity Theft Crisis (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
3. 57325 Contract Deal Killers (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Real Estate Career Academy

59 original applications for post license courses offered by approved schools were considered. Of these, 57 were approved and 2 were approved conditionally on the receipt of additional course materials.

1. 57217 What You Need to Know about Foreclosures (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Piedmont School of Real Estate
2. 57219 Business Planning and Goal Setting (Business Planning), 3 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
3. 57221 Listing Process: Forms, Required Disclosures and/or Disclaimers (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, Real Estate III School of Real Estate
4. 57230 Real Estate Auctions (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
5. 57232* Real Estate Finance (Finance), 3 hours Residential Real Estate Elective Topics, Carruthers Academy of Real Estate
6. 57238 Certified Mold Awareness (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Blue Ridge Association of Realtors
7. 57240 Foreign Buyers and Sellers (Updated)(Other Real Estate Related), 1 hour Residential

- Real Estate Elective Topics, MBH
Settlement Group LC
8. 57242 Virginia Real Estate Law (On-Line) (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, American School of Real Estate Express
 9. 57243 Virginia Agency Law (On-Line) (Agency Law), 3 hours Residential Real Estate Mandatory Topics, American School of Real Estate Express
 10. 57244 Residential Ethics, Issues and Trends (On-Line)(Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, American School of Real Estate Express
 11. 57246 Virginia Finance (On-Line)(Finance), 3 hours Residential Real Estate Elective Topics, American School of Real Estate Express
 12. 57249 Virginia Offer to Purchase (On-Line) (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, American School of Real Estate Express
 13. 57250 Residential Real Estate Technology (On-line) (Technology), 3 hours Residential Real Estate Elective Topics, American School of Real Estate Express
 14. 57251 Diversity and the Real Estate Professional (On-line)(Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, American School of Real Estate Express
 15. 57252 Selling to the Senior Market (On-line) (Selling Process), 3 hours Residential Real Estate Elective Topics, American School of Real Estate Express
 16. 57253 Anti-Trust and Lead Paint (On-line)(Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, American School of Real Estate Express
 17. 57255 Navigating the Virginia Jurisdictional Addendum (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group LC
 18. 57257 Mold a Growing Problem (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, MBH Settlement Group LC

19. 57259 REIN's Contingency/Removal and Disclosure Review (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Real Estate Information Network, Inc.
20. 57261 REIN's Possession and Addendums Review, (Real Estate Law) 3 hours Residential Real Estate Mandatory Topics, Real Estate Information Network, Inc.
21. 57263 REIN's Pre-Contract Disclosure Review (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Real Estate Information Network, Inc.
22. 57265 REIN's Standard Listing Contract Review, (Real Estate Law) 3 hours Residential Real Estate Mandatory Topics, Real Estate Information Network, Inc.
23. 57267 Home Inspection (Selling Process), 2 hours Residential Real Estate Elective Topics, MBH Settlement Group LC
24. 57269 REIN's Standard Purchase Agreement Review (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Real Estate Information Network, Inc.
25. 57271 MLXchange 4.0 Sneak Preview (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Real Estate Information Network, Inc.
26. 57274 Constructing Real Estate Agreements (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, GSH Training Co.
27. 57289 Working with Generation X, 2 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
28. 57291 Agency Law (Agency Law), 3 hours Residential Real Estate Mandatory Topics, Henderson Professional Development Seminars
29. 57293 Real Estate Finance (Finance), 3 hours Residential Real Estate Elective Topics, Henderson Professional Development Seminars
30. 57295 Real Estate Law (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, Henderson Professional Development Seminars

31. 57297 Analyzing, Then Selling Investment Properties (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
32. 57299 Using the HP Financial Calculator in Real Estate (Technology), 3 hours Residential Real Estate Elective Topics, Henderson Professional Development Seminars
33. 57302 Property Valuation/Listing Process (Property Valuation/Listing Process), 3 hours Residential Real Estate Elective Topics, Henderson Professional Development Seminars
34. 57305 Could It Hurt You? (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
35. 57307 Offer to Purchase (Offer to Purchase), 3 hours Residential Real Estate Mandatory Topics, Henderson Professional Development Seminars
36. 57309 MLS - Garbage In/Garbage Out (Other Real Estate Related), 2 hours Property Management Elective Topics, VAR
37. 57311 Sale and Marketing Techniques for Licensees (Selling Process), 3 hours Residential Real Estate Elective Topics, Henderson Professional Development Seminars
38. 57316 Red Flags in Property Inspection (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Henderson Professional Development Seminars
39. 57317 The New Negotiating Edge... A 5-Step Behavioral Strategy (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
40. 57319 The New Negotiating Edge... A 5-Step Behavioral Strategy (Selling Process), 4 hours Residential Real Estate Elective Topics, VAR
41. 57321 Ethics and Standards of Conduct (Ethics and Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, Henderson Professional Development Seminars
42. 57323 Understanding Property Management Issues, (Current Industry Issues and Trends), 3

- hours Property Management Elective Topics, VAR
43. 57327 1 Hour Screening Buyers More Effectively (Finance), 1 hour Residential Real Estate Elective Topics, Alpha College of Real Estate
 44. 57329* VA Real Estate Ethics (On-Line) (Ethics & Standards of Conduct), 3 hours Real Estate Mandatory Topics, The CE Shop, Inc.
 45. 57342 Grievance-Keeping It Real (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, Prince William Association of Realtors
 46. 57344 Making Money the Ethical Way (Ethics & Standards of Conduct), 3 hours Residential Real Estate Mandatory Topics, Prince William Association of Realtors
 47. 57346 Offer to Purchase-Residential Contract of Purchase (VAR)(Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
 48. 57348 2007 Legal Updates (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
 49. 57350 Living Trusts in Real Estate (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
 50. 57352 Title Insurance Basics: What is It and How it Works (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
 51. 57354 The Closing Process (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
 52. 57356 Property Disclosure in Virginia-2007 (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
 53. 57358 Contract Review-A Tale of Two Contracts (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
 54. 57360 Selected Issues in Agency Law in Virginia (Other Real Estate Related), 1 hour

- 55. 57362* Residential Real Estate Elective Topics, The RGS Title Real Estate Academy
Advanced 1031 Exchanges for Commercial Real Estate Pros (Finance), 2 hours
- 56. 57364 Residential Real Estate Elective Topics, Real Estate Exchange Service, LLC
IMAPP: The Next Generation (Technology), 2 hours
- 57. 57373 Residential Real Estate Elective Topics, Richmond Association of Realtors
Senior Real Estate Specialist (SRES) (Selling Process), 4 hours
- 58. 57374 Residential Real Estate Elective Topics, Richmond Association of Realtors
Senior Real Estate Specialist (SRES) (Property Valuation/Listing Process), 4 hours
- 59. 57375 Residential Real Estate Elective Topics, Richmond Association of Realtors
Senior Real Estate Specialist (SRES) (Other Real Estate Related), 4 hours

1 original application for a post license education course for a school with a pending school application was approved.

- 1. 57377 Sell Higher, Preparing A Home For The Market (Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics, Joe B. Roles & Associates, LLC

D. 2 Limited Service Agency courses were reviewed. Of these courses:

1 previously approved limited service agency course offered by an approved education provider was approved.

- 1. 57234 Limited Service Agency, 2 hours
Limited Service Agency, The Professional Development Institute

1 original application for a Limited Service Agency course offered by an approved education providers was approved, except that one instructor, Michelle Rucker, was not approved due to a lack of real estate experience and teaching real estate courses.

1. 57333* 2 hour Limited Service Agency Course, 2 hours Limited Service Agency, Housing Consultants Real Estate School

E. 8 pre-licensing instructor applications were approved.

1. Scott A. MacDonald
2. Kimberly D. Plourde
3. Warren L. Price
4. Randy A. Bohon
5. Jeffrey E. Verry
6. Vera B. McDuffie
7. Candace H. Lynn
8. June E. Jeffrey

F. 21 continuing/post license education instructors were approved to teach previously approved courses.

1. **Donald F. Frutchey**, MAI Institute
2. **Sean Everhart**, 56405 (2007 New Agency Law)56044/56045 (A Breakdown of the New Appraisal and Financing Contingencies), 55831/55832 (Agency Demystified), 56403/56404 (Agency Law Demystified) 55839/55840 (Earnest Money Deposits), 55555/55556 (The New Regional Sales Contract 2006), 55557/55558 (The New Regional Sales Contract 2006- A Primer), 52282/53289 (Unconventional Transactions), 52544 (Unconventional Transactions-A Primer), 52543 (Congratulations-You Got the Listing!), 52283 (Contracts with Escalators), 52542 (IRC 031 Tax Deferred Exchanges), 56166/56167 (Understanding Your Upcoming Virginia Transaction), 56402 (Ethics for Real Estate Agents the Basics), 57201/57202 (What is Delivery?), 56551/56552 (Contract for Deed), 56585/56586 (Limited Service Agency) 56593/56594 (Title Insurance What is it? Why Get it?), 56892/56893 (Home Inspections in Northern Virginia) 56921/56922 (Fair Housing), 56919/56920 (Ethics for Real Estate Agents) 56818/56819 (Foreclosure and Short Sales), 56820/56821 (Foreclosure and Short Sales -A Primer), 57203/57204 (Bankruptcy and Foreclosure), 57207/57208 (Foreign Buyers and Sellers), MBH Settlement Group, LC
3. **Jeffrey Thomas** and **Vinnie Apostolico**, 54717 (Borrow, Smart), Kendall Todd, Inc.
4. **Catherine Edwards**, **Dexter Godfrey**, **Barbara Ann Howard**, **James McCormack**, **Sandra Pugh**, **Roger Smith**,

- Jeff Verry, Elizabeth Whiteed Moose, Patrick Vargas, Gurdon Buck**, 52317 (Agency), 52836 (Lead Bases Paint & The Law), 53361 (Fair Housing), 54008 (Ethics & Standard of Conduct), 54011 (Real Estate Law), 56046 (Offer to Purchase), 56349 (Working with Sellers 401) 56353 (Business Planning 202), 56351 (Contract Presentation & Negotiations 901), Long & Foster Institute of Real Estate
5. **Dexter Godfrey** 52308 (Agency Law), 53365 (Fair Housing), 54019 (VA Real Estate Law), 56348 (Working with Sellers), 56350 (Settlement-Complete Transaction 1001), 56352 (Contract Presentation & Negotiating 901), 56354 (Addenda & Notices 602), 56378 (Business Planning 202), Long & Foster Institute of Real Estate
 6. **Ron Miscavige, Ann Randolph, Roger Smith, Catherine Edwards**, 56899 (Limited Service Agency), Long & Foster Institute of Real Estate
 7. **Carole DiQuollo, Kellian McIlwrath, Harsh Patel** 54013/54014 (Finance 801), Long & Foster Institute of Real Estate
 8. **Catherine Edwards, Dexter Godfrey, Barbara Ann Howard, James McCormack, Sandra Pugh, Roger Smith, Jeff Verry, Elizabeth Whiteed Moose, Patrick Vargas, Gurdon Buck** 56378 (Business Planning 202), 56352 (Contract Presentation & Negotiations 901), 54009 (Ethics & Standards of Conduct), 56047 (Offer to Purchase), 52308 (Agency), 53365 (Fair Housing), 54012 (Real Estate Law), 56350 (Settlement-The Complete Transaction 1001), 56348 (Working with Sellers 401), Long & Foster Institute of Real Estate
 9. **Frederick J. Augustine**, 57077/57078 (Foreclosure, Liens & Bankruptcy), Lawyers Title Insurance

G. Other Business

1. The Committee requested that all instructor bios and resumes include dates indicating the instructor's years of experience and credentials.
2. After discussion, the Committee recommended that the Board approve the Real Estate Board Advisory Council's recommendation that "the Three Practice Tracks be removed from § 54.1-2105 of the *Code of Virginia* and that the Real Estate Board work expeditiously to amend this statute through legislation."

3. The Committee heard a presentation from Joseph McClary, Director of Technology, Education and Special Projects, for ARELLO (The Association of Real Estate License Law Officials) concerning ARELLO's Education Content Certification and Distance Education Certification programs.

After discussion, the Committee recommended that the Board "recognize" ARELLO Education Content Certification for non-state specific (general real estate knowledge) courses and that such courses be approved by the Board administratively if there are no legal obstacles.

The Committee also will further investigate ARELLO's Distance Education Certification program.

- H. There being no further business nor public comment, the meeting adjourned at 4:50 p.m.

R. Schaefer Oglesby, Chairman

Jay W. DeBoer, Secretary